

Message Text

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ORIGIN PM-04

INFO OCT-01 NEA-10 ISO-00 L-03 AID-05 CIAE-00 COME-00

EB-07 FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02

OPIC-03 SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 MC-02

ACDA-07 SY-05 ERDA-05 /079 R

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R 151832Z NOV 76

FM SECSTATE WASHDC

TO AMEMBASSY DOHA

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E.O. 11652: N/A

TAGS: MILI

SUBJECT: ARMS DEALERS VISITING QATAR

REF : DOHA 1168

1. IN PAST FEW MONTHS DEPARTMENT HAS RECEIVED FROM OTHER EMBASSIES SIMILAR QUERIES REGARDING PRESENCE OF AMERICAN BUSINESSMEN PROMOTING SALES OF ARTICLES ON U.S. MUNITIONS LIST. THESE PROMOTIONAL FORAYS ARE GENERALLY ON COMPANIES' OWN INITIATIVE, UNSOLICITED BY HOST GOVERNMENT OFFICIALS, AND WITHOUT PRIOR COORDINATION WITH DEPARTMENT OR EMBASSY.

2. AMONG QUESTIONS RAISED IS WHETHER DEPARTMENT CAN CONTROL ACTIVITIES OF THESE SALESMEN WHO BY THEIR PRESENCE ABROAD CAN GENERATE A NEED FOR MILITARY EQUIPMENT WHERE NONE
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MAY EXIST. WOVEN INTO PROBLEM IS THE LEGITIMATE CONCERN

THAT AFTER HOST GOVERNMENT APPETITE IS WHETTED SALE MAY
FIZZLE OUT BY DEPARTMENT DISAPPROVAL OF EXPORT LICENSE ON
SECURITY OR FOREIGN POLICY GROUNDS AND EMBASSY WOULD BE
THEN LEFT TO FACE DISAPPOINTED OR IRRITATED OFFICIALS.

3. WE UNDERSTAND AND APPRECIATE YOUR CONCERN. HOWEVER,
DEPARTMENT IS NOT GENERALLY CONSULTED WHEN FIRMS WISH TO
SEND REPRESENTATIVES ABROAD. AMERICAN SALESMEN IN SEARCH

OF SALES OF ARTICLES ON L. S. MUNITIONS LIST ARE NOT
REQUIRED TO OBTAIN OUR PERMISSION UNLESS THERE IS INVOLVED
AN EXPORT OF HARDWARE OR TECHNICAL DATA WHICH WOULD REQUIRE
LICENSING AS DESCRIBED IN INTERNATIONAL TRAFFIC IN ARMS
REGULATIONS (ITAR). (SEE 10 FAM 750 APPENDIX A PARTS
121-128).

4. IN CASES WHERE AMERICAN FIRMS APPLY FOR EXPORT LICENSE
TO DEMONSTRATE EQUIPMENT OR TECHNICAL DATA, DEPARTMENT
GENERALLY REQUIRES EVIDENCE THAT FOREIGN END-USER HAS
ALREADY EXPRESSED INTEREST IN ARTICLE TO BE DEMONSTRATED.
APPROVAL OF THESE LICENSE NORMALLY NOT GIVEN UNLESS USG
ALSO PREPARED TO LICENSE EXPORT OF END ITEM INVOLVED.

5. WE HAVE BEEN CONSULTING WITH L/PM AND DOD ON PROBLEM
AND WE ARE EXPLORING POSSIBILITIES OF TIGHTENING WAYS
TO CONTROL INFORMATION DISCUSSED BY SALESMEN. AMONG THEM
ARE TO REDEFINE ITAR DESCRIPTION OF TECHNICAL DATA AND
REVIEW KINDS OF INFORMATION NOW EXEMPT FROM LICENSING.
FURTHER, OUR OFFICE OF MUNITIONS CONTROL HAS ASKED FIRMS
REGISTERED WITH US TO TOUCH BASE WITH EMBASSIES OR MAAGS
BEFORE TALKING WITH FOREIGN OFFICIALS. WE ARE ENCOURAG-
ING FIRMS TO COMPLY, AND WE FEEL THIS SHOULD BE HELPFUL
TO YOU. OF COURSE, IF WE LEARN BEFOREHAND ANY COMPANY
PLANS TO BE IN YOUR AREA, WE WILL INFORM YOU. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY EQUIPMENT, BUSINESSMEN, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 15 NOV 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ellisoob
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE280282
Document Source: CORE
Document Unique ID: 00
Drafter: BAFEMMINELLA:RMH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760426-0460
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761147/aaaabopr.tel
Line Count: 95
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN PM
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 DOHA 1168
Review Action: RELEASED, APPROVED
Review Authority: ellisoob
Review Comment: n/a
Review Content Flags:
Review Date: 27 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 JUL 2004 by coburnhl>; APPROVED <20 OCT 2004 by ellisoob>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ARMS DEALERS VISITING QATAR
TAGS: MILI
To: DOHA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006